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Automotive News®

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Geneva bound
The Geneva auto show opens next week, spot-lighting limited-edition niche cars such as Ital Design's concept of a Jaguar for the 1990s. Story on Page 50.

Treasury suggests separate tariff for minivans, utilities

By Lindsay Chappell and Diana T. Kurylko
AUTOMOTIVE NEWS STAFF REPORTERS

While some Japanese automakers are feeling the pinch from year-old tariffs on their sport-utilities, the U.S. government is pushing to change the rules again.

One year after the U.S. Treasury Department slapped a 25 percent tariff on imported 2-door sport-utilities and cargo vans, sales for a number of import models have plummeted, and a few are even being abandoned.

But the Treasury Department is advocating a new tariff category that would would pave the way for the United States to assess 2-door and 4-door sport-utilities and minivans at the same rate.

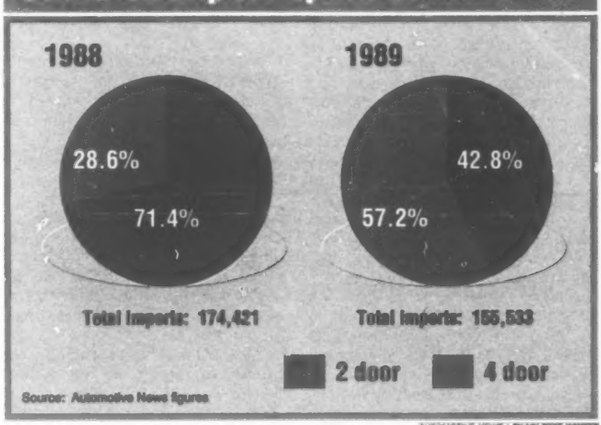
The rate would probably be less than the 25 percent now levied on trucks, 2-door sport utilities and vans with less than two rows of seats, but more than the 2.5 percent charged on imported cars, passenger minivans and 4-door sport-utilities, according to John P. Simpson, the department's deputy assistant secretary of regulatory tariff and trade enforcement.

Treasury has petitioned a multinational advisory committee on tariffs, asking member nations to adopt the new sport-utility class internationally.

As a member of a 19-nation group that now recognizes two classes of vehicle imports — those used to transport people and those

see TARIFF, page 52

Sales of import sport-utilities



AUTOMOTIVE NEWS / CHARLOTTE WINTER

SAE: *40,000 vehicle engineers converge on Detroit to seek, provide answers to technical problems*

By Jack Keebler
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Global automotive technological, regulatory, environmental and related social issues will be in the forefront here this week as one of the world's largest automotive engineering conferences and expositions takes place at Cobo Center.

The theme for the 5-day event is "Engineering Innovation — The Worldwide Challenge."

At this 1990 SAE International Congress and Exposition, more than 40,000 ground-vehicle engineers and designers from around the globe will seek and provide answers to automotive technical problems.

Some 200 half-day technical sessions are planned, including 850 technical presentations.

SAE '90

Sessions will cover electronics, vehicle design, ferrous metals, manufacturing engineering, non-ferrous materials, compression-ignition engines, maintenance, rubber and plastics, spark-ignition engines, safety and human factors, heat exchange systems and fuels and lubricants.

Environmental topics such as clean air, recycling

see SAE, page 52

Renault-Volvo is newest merger

French, Swedish firms team up in $40 billion vehicle venture

By Knut Moberg
SPECIAL CORRESPONDENT

AMSTERDAM, Netherlands — The Renault and Volvo groups are wasting no time implementing the broad collaborative agreement they announced here Friday.

Detail work begins today on integrating the groups' car, truck and bus operations into a combine with estimated annual revenues of 250 to 275 billion Swedish krona ($41 to $45 billion).

Renault and Volvo will retain their own identities, manufacturing and distribution organizations. Their collaboration will center on product design and development, purchasing and investments.

The agreement between the largest industrial groups in France and Sweden is the latest in a series of structural shifts in the automotive power balance in Europe.

Smaller, specialist companies are steadily falling to volume makers.

see DEAL, page 49

Still 'running scared,' Poling faces new problems at Ford

Poling, For

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

At a press breakfast in December, a reporter asked Harold "Red" Poling if Ford Motor Co. was becoming too complacent with its success.

The question pierced the center of consciousness of the company's vice chairman.

"The memories of the early 1980s are indelibly seared in my mind," Poling responded. "I'll never forget them."

"I believe in running scared . . . to always look over your shoulder because someone is always trying to beat you."

Thursday, the quietly intense Red Poling will be at the head of the entire company as he takes over as chairman and chief executive officer.

As chief of Ford's North American Automo- s, Poling closed thousands of of the Escort in 1980 because of the poor quality of the first cars. In both Europe and the United States, he gained a reputation as a cost cutter.

On Feb. 16, less than two weeks before Ford Chairman Donald Petersen's March 1 retirement, a calmer Red Poling sat before a camera for Ford's in-house television station. His message was that average profit-sharing would plummet.

"Just as we began the last decade with serious obstacles to overcome, the next decade promises to offer its own difficulties," Poling told employees. "I believe that these may well be greater than before, but I also believe that we are better prepared to face them."

With the experience he gained in Ford's crises of the early 1980s, Poling will replace Donald Petersen, Ford's most successful leader since the original Henry Ford.

And those who know Poling expect him to put as much passion into continuing Ford's black ink as he did into cleaning up the red ink of the late 1970s and early 1980s.

Ford was the most successful U.S. automaker of the 1980s. The company began the decade by losing $3.26 billion from 1980 to 1982, producing poor quality cars and trucks and cutting its work force by nearly one-half.

It ended the decade by racking up billions in annual profits, buying British luxury car maker Jaguar plc and leading the domestic automakers in both productivity and aerodynamic styling. And Ford gained more than six percentage points of market share, ending the decade with 24.61 percent of the U.S. car and truck market.

Some Ford executives are even asking reporters not to group Ford in the Big 3. They don't want to be lumped with General Motors and Chrysler Corp.

see FORD, page 51

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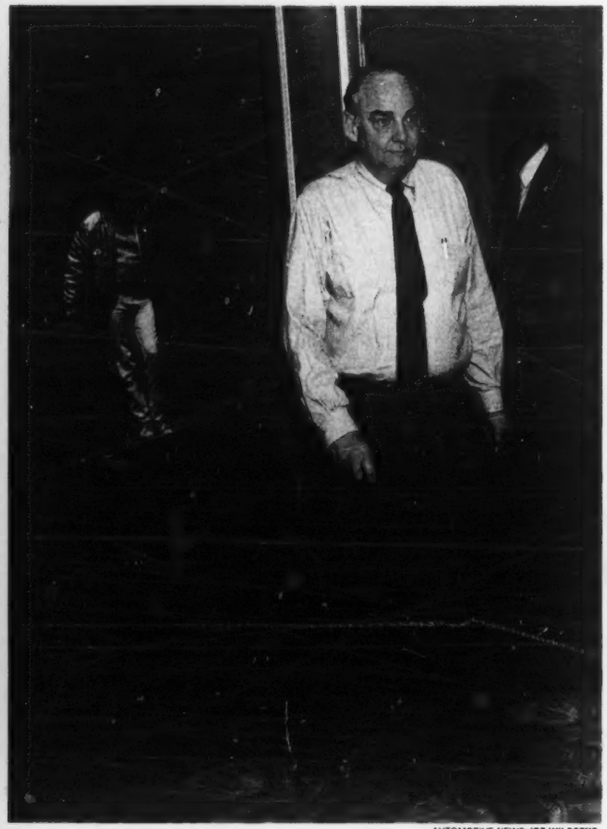
NEWSPAPER

INSIDE:

Lido live
Chrysler Chairman Lee Iacocca kicked off his pro-American 6-city tour, telling a Washington audience that he's sick and tired of American infatuation with foreign cars. Story on Page 49.

Arbitrator mulls Fiero plant closing



AUTOMOTIVE NEWS/JOE WILSSENS

Labor arbitrator Thomas Roberts leaves the hearing room. "It's going to be a difficult case to decide," he said afterward.

By Kathy Jackson
AUTOMOTIVE NEWS STAFF REPORTER

TROY, Mich. — The precedent setting case that challenges the shutdown of a General Motors plant in Pontiac, Mich., may not be arbitrable, according to the arbitrator who must decide the case.

Looking weary after hearing two long days of testimony by UAW and GM officials, labor arbitrator Thomas Roberts said the case is very complex. "It's going to be a difficult case to decide," Roberts said. "I feel a great deal of responsibility." The case "was expertly presented," he said and "the outcome means a great deal to both sides."

He he'll rule on the case within a 30-day period from Feb. 21, the day the hearing concluded.

If Roberts can't reach a decision, GM essentially will win the case.

The plant, which most recently built the 2-seater Fiero, was shuttered in August 1988, putting 2,000 employees out of work.

The union charges the plant was closed in violation of the current labor contract, which includes a morotorium on plant closings other than the ones specificially indentified by GM when the 1987 agreement was signed.

GM contends the plant is temporarily idled and could be put back into operation. A skeleton crew mans the plant.

Should GM lose, it may mean added benefits to the laid-off workers that could amount to hundreds of millions of dollars.

If the automaker wins, it will be the union's battle cry for increased job security when contract negotiations begin this summer. The contract expires at midnight, Sept. 14, 1990.

> If we lose, we lose; if we win, we know the union will be very hostile during negotiations.
>
> GM official

"I think our guys put together a hell of a case," said Dick Long, president of UAW Local 653 which represents the workers at Pontiac plant. "We saw a lot of junk thrown out there (during GM testimony) to cloud the issue, but it's going to set the stage for true job security" during this summer's contract talks should GM win the case, he said.

A GM official who did not want to be identified said it's a lose-lose situation for the company. "If we lose, we lose; if we win, we know the union will be very hostile during negotiations," the official said.

It's the first UAW case in over 25 years that will be arbitrated solely on contractural language, a UAW official said.

And it's an issue being watched around the country. Representatives from two shuttered plants and one scheduled to be shut down this spring also attended, hoping that a ruling for the union would apply to their plants, too.

Toyota spending $138 million on Tokyo deal

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Toyota Motor Corp. is building a 14-story, 20 billion yen ($138 million) showroom in the Ikebukuro district of Tokyo.

The land is already owned by Toyota. Otherwise, given the high price of Tokyo real estate, it would cost considerably more.

The project is an indication of what it takes to attract customers these days in Japan.

An independent Toyota dealer established a highly successful community-oriented dealership in suburban Nagoya, and the corporate project is an attempt to adapt the idea to the sophisticated, crowded and expensive urban scene.

The showroom has enough space to display 100 vehicles. Side attractions to draw crowds include a full-sized theater, library and audio-visual equipment including a mobile, multi-vision screen.

Patrons can watch a video history of automotive manufacturing, take part in a workshop on automotive design, and use a computer to select a car.

The building will also house some of the company's Japanese sales operations.

GM's Opel talks in East Germany with Wartburg builders

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — Adam Opel, General Motors' West German subsidiary, is discussing possible cooperation with an East German car manufacturer.

The talks are believed to be with the automaker VEB IFA Kombinat in Eisenach, which produces the ancient Wartburg.

Opel Managing Director Louis Hughes reportedly has led an Opel delegation to the Eisenach factory for discussions, though Opel has not confirmed the visit and offered no details.

Said one Opel insider, "I wouldn't read much into it. Everyone is talking with everyone."

Eisenach produces about 70,000 Wartburgs annually and employs about 9,000 workers. Opel is considering setting up a new assembly plant that would produce 150,000 to 250,000 cars annually, according to East German reports.

Meanwhile, Volkswagen AG said it may assemble its Polo supermini in East Germany while preparing a successor for the Trabant as part of a joint manufacturing venture with IFA. Polos would be assembled at IFA Kombinat's plant in Karl-Marx Stadt.

In addition, the East German ADN press agency reported that the eventual Trabant successor will be made with 80 percent Polo components but have a completely new body. The report said production plans will be made soon.

It also said the VW-East German joint venture will produce 350,000 of the Trabant successor annually within four to five years.

VW formed a 50-50 joint venture earlier this year with IFA Kombinat for development and production of autos and light commercial vehicles in East Germany.

The joint venture is initially based at VW headquarters in Wolfsburg while the East German government follows through on plans to legalize joint ventures with foreign companies. The partnership is managed by an 8-member board composed of four representatives from each side.

VEB IFA began delivering 1.3-liter VW engines built under license in the city of Karl Marx Stadt to VW in December. In addition to the export, the units are being used to replace outdated 2-stroke engines fitted in Trabant models as well.

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MAX KIRCHBAUER

Eberhard von Kuenheim: "I told Mr. Toyoda that he must take care."

BMW to Japan: No dumping

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

MUNICH, West Germany — Japanese carmakers are guilty of dumping in the luxury-performance segment in the United States, says BMW Chairman Eberhard von Kuenheim, but he says they won't get away with it in Europe.

GM's Opel in East Germany, above Mercedes-Benz boss urges U.S. investment in East Europe, Page 34.

No one has taken Lexus and Infiniti to court in the United States for allegedly underpricing to carve out market share. But von Kuenheim said the Japanese luxury brands are dumping and can expect a legal challenge in Europe if they try it.

Such a courtroom challenge "may not be from us, it may be someone else,

see BMW, page 34

Geo sales shine in so-so-month for imports

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — Import car sales in January were 1.1 percent higher than in the same month last year.

Imports from Japan, including such captive imports as Chevrolet's Geo models, increased 3.4 percent for the month to 146,450.

While many Japanese imports declined, Geo imports nearly doubled in January to 14,601, compared to 7,811 in the same month last year. The Geo Metro led the increase with 8,120 units, more than doubling its 1989 total.

Chrysler Motors' imports fell 38.2 percent to 5,600. The top seller, Colt, was down 39.8 percent, to 2,798.

Among the Japanese Big 3, only Honda posted a monthly increase. Honda import sales grew 2.0 percent to 15,871; Nissan-badged imports fell 6.2 percent to 27,311; and Toyota imports dropped 9.7 percent to 32,846.

All three companies build cars in the United States, and Honda Motor Co. Ltd and Toyota Motor Corp. are building more cars in here than they were a year ago.

Import sales also fell for two of the smaller Japanese manufacturers, Fuji Heavy Industries Ltd. and Isuzu Motors Ltd.

Sales of Fuji's imported Subaru models fell nearly 36 percent to 6,578.

Mitsubishi showed a month-to-month increase of 211.6 percent to 15,700, largely on the strength of the imported Mirage model, which totaled 10,656 in January, compared with 756 in the same month a year ago.

That car will soon be produced in quantity by Diamond-Star Motors Corp., Mitsubishi's joint venture with Chrysler Corp. in Normal, Ill.

The Europeans as a group showed a month-to-month sales decline.

Jaguar led the gainers with a month-to-month increase of 2.1 percent to 1,523.

BMW sales fell 13.4 percent to 4,919. But its 5-series models were up 20.8 percent at 2,054.

Mercedes-Benz dropped 7.6 percent to 4,654. And Saab fell 19.2 percent for the month, to 1,967.

Ford Festiva imports from Korea fell 7.25 percent to 5,985.

Korean imports fell 24 percent overall, including a drop of 21.7 percent in Hyundai sales to 11,883.

January was the second month that Infiniti reported sales. The luxury division of Nissan Motor Corp. in U.S.A. sold 1,071 cars. Lexus sales totaled 4,135 for the month.

Automotive News' statistics now include estimated monthly sales of such exotic makes as Rolls-Royce, Ferrari, Aston Martin, Lotus and Lamborghini. The estimates are based on last year's sales totals.

MARKET SHARES
Domestic, Import cars

	January Sales	Pct. of Total
Subcompact	182,650	24.25
Compact	193,304	25.66
Intermediate	253,534	33.66
Standard	101,488	13.47
Speciality	22,323	2.96
TOTAL	753,299	100.00

IMPORT CAR SALES BY MODEL

	Jan. 1990	Jan. 1989	1 Mo., 1990	1 Mo., 1989
ACURA	10,087	9,513	10,087	9,513
Integra	5,693	4,085	5,693	4,085
Legend	4,394	5,428	4,394	5,428
ALFA ROMEO	109	218	109	218
Milano	6	111	6	111
Spider	103	107	103	107
ASTON MARTIN*	5	5	5	5
AUDI	1,283	1,809	1,283	1,809
4000	0	10	0	10
5000	6	74	6	74
80	261	757	261	757
90	193	507	193	507
V8 Quattro	136	0	136	0
Coupe Quattro	59	0	59	0
100/200	510	300	510	300
100/200 Quattro	118	161	118	161
BMW	4,919	5,683	4,919	5,683
3-Series	2,006	2,769	2,006	2,769
5-Series	2,054	1,700	2,054	1,700
635 CSi	56	143	56	143
7-Series	728	868	728	868
M3	70	89	70	89
M5	4	49	4	49
M6	1	65	1	65
CHEVROLET/GEO	14,601	7,811	14,601	7,811
Geo Storm/Spectrum	6,481	4,114	6,481	4,114
Geo Metro/Sprint	8,120	3,697	8,120	3,697
CHRYSLER MOTORS	5,600	9,058	5,600	9,058
Colt	2,798	4,647	2,798	4,647
Conquest	348	473	348	473
Medallion	166	612	166	612
Summit	1,033	2,083	1,033	2,083
Vista	659	1,174	659	1,174
TC	596	69	596	69
DAIHATSU	1,402	1,104	1,402	1,104
FERRARI*	80	80	80	80
FORD Festiva	5,985	6,453	5,985	6,453
HONDA	15,871	15,558	15,871	15,558
Civic	3,939	3,711	3,939	3,711
Accord	10,761	9,016	10,761	9,016
Prelude	1,171	2,831	1,171	2,831
HYUNDAI	11,883	15,174	11,883	15,174
Excel	9,187	13,092	9,187	13,092
Sonata	2,696	2,082	2,696	2,082
ISUZU	208	1,549	208	1,549
I-Mark	169	1,355	169	1,355
Impulse	39	194	39	194
INFINITI	1,071	0	1,071	0
M30	419	0	419	0
Q45	652	0	652	0
JAGUAR	1,523	1,492	1,523	1,492
XJ6	1,086	1,136	1,086	1,136
XJS	437	356	437	356
LAMBORGHINI*	13	13	13	13
LEXUS	4,135	0	4,135	0
ES 250	2,919	0	2,919	0
LS 400	1,216	0	1,216	0
LOTUS*	27	27	27	27
MASERATI*	20	22	20	22
MAZDA	16,644	16,437	16,644	16,437
323	2,280	6,474	2,280	6,474
Protege	3,047	0	3,047	0
626	3,610	3,847	3,610	3,847
MX-6	10	221	10	221
Miata	2,852	0	2,852	0
929	1,064	1,507	1,064	1,507
RX-7	661	1,917	661	1,917
MPV	3,120	2,471	3,120	2,471
MERCEDES BENZ	4,654	5,036	4,654	5,036
190	822	983	822	983
300E 2.6/260E	54	245	54	245
300	1,652	1,394	1,652	1,394
300 SE	422	548	422	548
300SEL	258	256	258	256
420SEL	407	525	407	525
560SEL	348	403	348	403
560SL	458	542	458	542
560SEC	116	117	116	117
Tourist	117	23	117	23
MERCURY/MERKUR	2,503	1,081	2,503	1,081
Tracer	1,553	4,108	1,553	4,108
XR4Ti	198	491	198	491
Scorpio	752	590	752	590
MITSUBISHI	15,700	5,039	15,700	5,039
Starion	2	185	2	185
Cordia	0	281	0	281
Tredia	0	5	0	5
Mirage	10,656	756	10,656	756
Galant	3,901	1,918	3,901	1,918
Sigma	171	0	171	0
Precis	863	1,669	863	1,669
Van/Wagon	107	225	107	225
NISSAN	27,311	29,108	27,311	29,108
Sentra	7,120	10,557	7,120	10,557
Pulsar	744	1,400	744	1,400
Stanza	3,312	2,252	3,312	2,252
Axxess	751	0	751	0
Maxima	9,270	8,407	9,270	8,407
240SX/200SX	4,032	4,819	4,032	4,819
300ZX	1,820	1,313	1,820	1,313
Hawaii	262	360	262	360
PEUGEOT	336	448	336	448
PONTIAC LeMans	1,407	3,737	1,407	3,737
PORSCHE	696	605	696	605
924S	0	28	0	28
944	56	79	56	79
944S	126	4	126	4
944 Turbo	65	40	65	40
911 Coupe/Carrera 4/2	124	178	124	178
911 Turbo	1	90	1	90
911 Cabriolet/Speedster	255	110	255	110
928S	69	76	69	76
ROLLS/BENTLEY*	100	100	100	100
SAAB	1,967	2,435	1,967	2,435
900	268	409	268	409
900S	266	528	266	528
900 Turbo	609	747	609	747
9000S	201	208	201	208
9000 CD	324	243	324	243
9000 Turbo	289	291	289	291
Tourist	10	9	10	9
STERLING	505	788	505	788
SUBARU	6,578	10,249	6,578	10,249
Hatchback	30	351	30	351
3-Door	38	589	38	589
4-Door Sedan	85	4,053	85	4,053
Legacy	3,963	0	3,963	0
Loyale	1,206	0	1,206	0
XT/XT6	131	621	131	621
Station Wagon	20	3,099	20	3,099
Justy	1,105	1,536	1,105	1,536
SUZUKI	615	547	615	547
TOYOTA	32,846	36,376	32,846	36,376
Corolla	7,588	7,930	7,588	7,930
Tercel	7,225	7,204	7,225	7,204
Celica	6,081	4,597	6,081	4,597
Supra	966	1,423	966	1,423
Camry	4,688	10,631	4,688	10,631
Cressida	599	2,126	599	2,126
Land Cruiser	451	479	451	479
Van	836	499	836	499
4Runner SR 5	4,243	1,128	4,243	1,128
MR2	169	359	169	359
VOLKSWAGEN	8,297	9,029	8,297	9,029
Cabriolet	479	370	479	370
Corrado	294	0	294	0
Jetta	4,060	3,660	4,060	3,660
Golf/GTI	952	1,453	952	1,453
Vanagon	429	275	429	275
Quantum	6	155	6	155
Scirocco	5	192	5	192
Fox	2,072	2,924	2,072	2,924
VOLVO	8,834	9,139	8,834	9,139
240 Series	4,043	3,738	4,043	3,738
740 Series	3,998	4,446	3,998	4,446
760 Series	720	821	720	821
780	54	92	54	92
Tourist	19	42	19	42
YUGO	879	870	879	870
IMPORT TOTAL	208,694	210,701	208,694	210,701

* Estimate

Compiled by Karen Dethowski

Subaru in U.S. hires bankers to review Fuji offer

NEW YORK — Subaru of America Inc. has retained the investment banking firm Lazard Freres & Co. to review Fuji Heavy Industries Ltd.'s bid to buy out the U.S. importer and distributor.

Lazard Freres will recommend "an appropriate response to the Fuji proposal which is in the best interests of company shareholders other than Fuji," a Subaru spokesman said.

Fuji owns 49.6 percent of Subaru, its U.S. sales arm. The Japanese company has offered $6 per share — about $147 million — for the balance.

Lazard Freres will report to a committee of three top Subaru officers. The group will then report to the entire Subaru board, which in turn will recommend whether stockholders should accept the offer.

Mitsubishi revives Paris-Beijing rally

TOKYO — Mitsubishi Corp. plans to bring back the Paris to Beijing rally — via Moscow — in the fall of 1991.

At 18,000 kilometers (11,250 miles), it will be the world's longest cross-country competition. The Paris-Dakar Rally is 7,500 miles and the South American Rally is nearly 9,500.

Mitsubishi proposes holding the race every other year.

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Car, truck trade deficit slips in Nov.

WASHINGTON — The U.S. trade deficit for passenger cars and light trucks decreased 1.8 percent in November, following a 1.6 percent increase in October. The value of automotive exports and imports fell for the month.

The latest figures from the U.S. Commerce Department place the automotive trade deficit for November at $4.01 billion, compared with $3.94 billion in November 1988.

The U.S. automotive trade deficit for the 12-month period ending November 1989 was $45.7 billion, 4.9 percent higher than it was a year ago. The deficit for the 12-month period ended November 1988 was $43.5 billion.

The number of passenger cars imported during November declined 13.0 percent from a year ago to 355,817 units and had an estimated value of $3.97 billion. Imports of light trucks increased 10.7 percent for the month to 75,125 units and had an estimated value of $757.7 million.

The number of passenger cars exported during November fell 36.0 percent from a year ago to 44,621 units with an estimated value of $580.7 million. The number of light trucks exported in November fell 8.2 percent to 10,683. But the value of light-truck exports increased 5.1 percent to $138.0 million.

The value of passenger-car exports to Japan increased 7.8 percent for the month. The value of passenger cars exported to Canada declined 43.8 percent. The value of light-truck exports increased 52.4 percent to Canada during November but fell 80.9 percent to countries identified as "others."

Over the most recent 12 months, total U.S. automotive exports have fallen 32.3 percent, from an annualized total of 956,299 vehicles as of November 1988 to 647,849 for the 12 months ended November 1989.

Imports of cars and light trucks have also slipped on an annualized basis. The number of vehicles imported for the year ended November 1988 was 5.32 million. That number fell to 5.0 million units in November 1989, a 5.9 percent decline.

Imports of passenger cars from Japan were down 19.5 percent in December. Imports of Japanese light trucks fell 38.6 percent for the month.

Imports of cars from Canada were up 14.8 percent, while shipments of Canadian-built trucks to the United States increased 109.3 percent.

Imports of West German passenger cars increased 23.1 percent in November to 21,548 vehicles.

The number of passenger cars shipped from South Korea fell 42.7 percent in November to 19,550 units.

There was a 23.5 percent decline in the number of car imports from Sweden, 7,634.

Passenger-car imports from Mexico were down 20.1 percent in November. And just one car was shipped from Yugoslavia and three from France.

The number of car imports from Brazil, Italy and the United Kingdom increased.

The United States imported 2,100 trucks from Mexico in November, compared with none the previous November.

U.S. AUTOMOTIVE TRADE BY QUANTITY

Passenger cars

Country	Trade	Nov. 1988	Nov. 1989	Dec. 1987-Nov. 1988	Dec. 1988-Nov. 1989
Japan	Export	2,768	2,241	19,936	16,489
	Import	212,784	171,384	2,125,551	2,083,405
Canada	Export	48,981	25,469	618,054	328,020
	Import	101,018	116,014	1,195,189	1,146,002
West Germany	Import	28,013	21,548	267,534	231,784
South Korea	Import	34,136	19,550	458,028	293,826
Sweden	Import	9,800	7,634	108,959	102,494
Mexico	Import	9,725	7,766	146,112	140,478
Yugoslavia	Import	2,493	1	32,458	2,333
United Kingdom	Import	2,147	4,078	33,357	29,568
Italy	Import	426	777	824	9,549
France	Import	1,073	3	16,010	5,492
Brazil	Import	4,903	5,061	64,379	44,458
Others	Export	18,036	16,911	130,670	143,751
	Import	2,698	2,001	18,896	25,168
Car total	Export	69,735	44,621	768,660	488,260
	Import	409,216	355,817	4,472,780	4,114,557
TRADE BALANCE		(339,481)	(311,196)	(3,704,120)	(3,626,297)
Light trucks (up to 10,000 lbs. GVW)					
Canada	Export	7,954	10,056	157,461	143,839
	Import	21,131	44,233	291,029	444,732
Japan	Import	46,697	28,666	557,104	440,416
Mexico	Import	0	2,100	29	8,061
Others	Export	3,681	627	30,178	15,749
	Import	5	126	2,582	751
Truck total	Export	11,634	10,683	187,639	159,589
	Import	67,833	75,125	850,744	893,960
Trade balance		(56,199)	(64,442)	(663,105)	(734,371)
Car and truck total	Export	81,369	55,304	956,299	647,849
	Import	477,049	430,942	5,323,524	5,008,517
TRADE BALANCE		(395,680)	(375,638)	(4,367,225)	(4,360,668)

Compiled by Automotive News from official statistics of the U.S. Commerce Department, as reported by the U.S. International Trade Commission. Because of rounding, figures may not add to the totals shown.

U.S. AUTOMOTIVE TRADE BY VALUE

(x $1,000)

Passenger cars

Country	Trade	Nov. 1988	Nov. 1989	Dec. 1987-Nov. 1988	Dec. 1988-Nov. 1989
Japan	Export	$ 39,169	$ 42,239	$ 249,785	$ 237,488
	Import	2,005,280	1,660,566	19,755,889	20,320,706
Canada	Export	536,369	301,516	6,254,147	3,808,593
	Import	1,129,208	1,315,321	13,280,890	12,816,577
West Germany	Import	602,957	475,552	6,429,322	5,400,749
South Korea	Import	189,661	108,686	2,464,078	1,745,910
Sweden	Import	160,649	126,978	1,710,389	1,661,435
Mexico	Import	85,217	75,246	1,253,792	1,231,617
Yugoslavia	Import	5,618	3	86,005	6,946
United Kingdom	Import	78,216	122,262	980,912	945,584
Italy	Import	12,466	24,467	143,339	264,272
France	Import	12,667	29	172,401	65,761
Brazil	Import	28,672	31,375	365,751	270,932
Others	Export	234,688	236,991	1,669,571	1,958,908
	Import	44,233	33,179	295,501	394,283
Car total	Export	810,227	580,746	8,173,503	6,004,098
	Import	4,354,842	3,973,665	46,938,267	45,124,775
Trade balance		(3,544,615)	(3,392,919)	(38,764,764)	(39,119,787)
Light trucks (up to 10,000 lbs. GVW)					
Canada	Export	$ 84,732	$ 129,128	$ 1,590,764	$ 1,681,923
	Import	224,024	560,716	3,276,980	5,531,228
Japan	Import	296,737	165,974	3,265,462	2,715,605
Mexico	Import	1,333	26,004	9,023	101,023
Others	Export	46,626	8,921	374,107	199,926
	Import	5,299	4,970	152,127	68,640
Truck total	Export	131,358	138,049	1,964,871	1,881,849
	Import	527,393	757,664	6,703,593	8,416,496
Trade balance		(396,035)	(619,615)	(4,738,722)	(6,534,647)
Car and truck total	Export	941,585	718,795	10,138,374	7,886,837
	Import	4,882,235	4,731,329	53,641,860	53,541,271
VEHICLE TRADE BALANCE		(3,940,650)	(4,012,534)	(43,503,486)	(45,654,434)
TOTAL U.S. Merchandise trade (customs value)	Export	27,538,000	30,191,800	317,749,800	362,183,600
	Import	38,087,300	40,689,400	437,051,500	474,723,900
TRADE BALANCE		(10,549,300)	(10,497,600)	(119,301,700)	(112,540,300)

INCENTIVE WATCH

CUSTOMER INCENTIVES

	Rebates	Finance Rates (Pct.) — Months — 24	36	48	60	Expiration Date
Chrysler Motors (1988-89 models)						
Chrysler	$500-$1,000	6.9	7.9	9.9	9.9	None
Dodge cars	$500-$1,000	6.9	7.9	9.9	9.9	None
Dodge trucks	$500-$2,500	6.9	7.9	9.9	9.9	None
Eagle	$750-$1,200	6.9	7.9	9.9	9.9	None
Jeep	$500-$1,000	6.9	7.9	9.9	9.9	None
Plymouth	$500-$1,000	6.9	7.9	9.9	9.9	None
Chrysler Motors (1990 models)						
Chrysler	**$500-$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Dodge cars	**$300-$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Dodge trucks	**$500-$2,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Eagle	**$500-$2,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Jeep	**$500-$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Plymouth	**$300-$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Chrysler Motors (1990 models, guaranteed rebates*)						
Chrysler	**$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**Feb. 28**
Dodge	**$1,000-$1,500**	**6.9**	**7.9**	**9.9**	**9.9**	**Feb. 28**
Dodge Trucks	**$1,000 - $2,000**	**6.9**	**7.9**	**9.9**	**9.9**	**Feb. 28**
Eagle	**$1,000-$2,000**	**6.9**	**7.9**	**9.9**	**9.9**	**Feb. 28**
Jeep	**$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**Feb. 28**
Plymouth	**$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**Feb. 28**
***—Buyer will receive any increase in rebate through Sept. 30, 1990.**						
Ford Motor Co. (1989 models)						
Ford cars*	$750-$1,000	6.9	6.9	6.9	10.9	April 2
Ford trucks**	$500-$1,500	6.9	6.9	6.9	10.9	April 2
Continental, Mark VII	$1,500					April 2
Mercury*	$750-$1,500	6.9	6.9	6.9	10.9	April 2
*—Ford Escort and Mercury Tracer buyers get cash rebate and 6.9 percent financing.						
**—60-month financing at 8.9 percent with van-conversion package						
Ford Motor Co. (1990 models)						
Ford cars*	**$750-$1,000**	**6.9**	**6.9**	**6.9**	**10.9**	**April 2**
Ford trucks**	**$500-$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**April 2**
Continental, Mark VII	**$1,500**					**April 2**
Mercury*	**$750-$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**April 2**
***—Ford Escort and Mercury Tracer buyers get cash rebate and 6.9 percent financing.**						
****—60-month financing at 8.9 percent with van-conversion package**						
General Motors (1989 models)						
Chevrolet cars	$700-$1,000	6.9	6.9	6.9	10.9	May 2
Chevrolet trucks	$500-$1,500	6.9	6.9	6.9	10.9	May 2
Cadillac	$1,500*	5.9	6.9	7.9		Mar. 31
GMC trucks	$750-$1,500	6.9	6.9	6.9	10.9	May 2
Cutlass Supreme	$1,500	6.9	6.9	6.9	10.9	May 2
Pontiac	$750-$1,000	6.9	6.9	6.9	10.9	May 2
*—Cadillac owners and certificate holders only.						
General Motors (1990 models)						
Buick	**$500-$1,250***	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Chevrolet cars	**$700-$1,000**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Chevrolet trucks	**$500-$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
GMC trucks	**$750-$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Cutlass Supreme	**$1,000**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Pontiac	**$750-$1,000**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
***—Based on option package selected**						
Hyundai Excel (1989, 1990)	**$500-$1,000**					**Mar. 5**
Mazda (1990 models)						
626	**$1,000**					**April 3**
MX-6	**$750**					**April 3**
Trucks	**$750-$1,000**					**April 3**
Nissan (1988-1989 models)						
Sentra	$1,000-$1,250					May 2
Trucks	$1,200-$1,500					May 2
Nissan (1990 models)						
Sentra	**$1,000**					**May 2**
Trucks	**$1,200**					**May 2**
Sterling (1989 models)	$5,000					Mar. 31
Subaru (1989 models)						
Justy	$500-$1,000					Feb. 22
XT, XT6	$1,000-$3,000*					Feb. 22
*—Rebates go to the customer in some regions and to the dealer in other regions.						
Suzuki (1989 models)						
Swift	$500-$2,000					Mar. 31
Samurai	$1,000					Mar. 31
Sidekick	$500-$3,000					Mar. 31

SAE

FROM PAGE 1

/disposal, energy conservation and noise control are expected to be an important part of the program.

Highly specific and technical in nature, the sessions are attended by engineering students, technology media representatives and experts in the field.

One of the special sessions will be a panel discussion on the design and development of the modern Indy racing car. Panelists are: Mario Illien of Illmor Engineering Ltd.; J.M. Negri, manager of special products for Buick; Hans Mezger, executive director of special products development for Porsche AG; Steve Miller, Championship Auto Racing Team project engineer for Cosworth Engineering; Jeffrey Eischen, Truesport Development Division of Truesport Co.; and A.J. Purnell, chairman of Pi Research Ltd.

The panelists are leading specialists in engine design for CART racers. At a reception following the technical session, current and past Indy car chassis and engines will be displayed.

More than 630 automotive suppliers will make engineers aware of their new materials and product developments. According to the SAE, 260,000 square feet of exhibit space have been reserved — a 15 percent increase over last year's show. Exhibit hours are 11 a.m. to 6 p.m. Monday, Wednesday and Thursday and 11 a.m. to 8 p.m. Tuesday.

Among the suppliers and manufacturers that will fill Cobo Center are General Motors, Mobay Corp., Borg-Warner Automotive, Steyr-Daimler-Puch AG and Exxon Chemical Corp. About 25 percent of the exhibitors are foreign-based firms.

In addition to the exposition and technical sessions, 40 continuing education seminars will be held during the week.

Technical tours in conjunction with the exposition and congress will leave from Cobo Center at 8 a.m. and 11 a.m. Tuesday for the Buick City assembly plant in Flint, Mich.; at 8:30 a.m. Wednesday for Chrysler's Trenton engine plant in Trenton, Mich.; at 1 p.m. Wednesday for the Rockwell Automotive Technical Center in Troy, Mich.; and at 8:30 a.m. Thursday for Ford's transmission plant in Livonia, Mich.

Other highlights of the meeting include the international banquet at 7 p.m. Thursday, featuring Secretary of Transportation Samuel K. Skinner as guest speaker, and a keynote address at 9 a.m. Monday by Georges Douin, executive vice president of Regie Nationale des Usines Renault.

TARIFF

FROM PAGE 1

used to move goods — the United States cannot create the new multi-national class unilaterally.

But if the new class is adopted, the United States would be free to set its own tariff rate.

The proposed action would cover a growing segment of the U.S. market. Japanese companies shipped some 200,000 sport-utilities and minivans to the United States in 1988 and 270,000 in 1989.

Early last year, the U.S. Customs Service ruled that sport-utilities and minivans intended for passenger use were subject to the 25 percent truck tariff.

Under a storm of protest from import interests, the Treasury Department later stepped in and ruled that minivans with two or more rows of seats and 4-door sport-utilities are subject to the lower car tariff.

Most of last year's imported sports-utilities and minivans were classified as cars. Approximately 90,000 of 270,000 entered as trucks, paying a 25 percent duty on the cost of the vehicle.

Some Japanese automakers have been hampered. Mitsubishi Motor Sales of America Inc., Nissan Motor Corp. in U.S.A., Toyota Motor Sales U.S.A. and American Isuzu Motors Inc. are dropping vehicles with languishing sales.

The companies had predicted growth in minivans and 4-door sport-utilities long before the Customs ruling. Four-door versions of the Toyota 4Runner, Mitsubishi Montero, Nissan Pathfinder and Isuzu Trooper II have been introduced in the past year and a half.

But with import duties of $2,000 to $2,500 per 2-door vehicle, sales of 2-doors have suffered.

Nissan raised the price of the 2-door Pathfinder approximately $1,500 shortly after the ruling. A loaded model now sells for $21,814 — $1,665 more than the same vehicle with four doors.

"I'm not sure what the government's intention was. But if it was to drive us out of the 2-door market, they've succeeded," complained Rick Lepley, vice president of sales for Mitsubishi.

The company will stop selling its 2-door Montero sport-utility next year because, in Lepley's words, "we just can't be price-competitive under these circumstances."

Strong sales of new 4-door models have offset much of the 2-doors' losses.

Two-door Montero sales, for example, plunged from 5,211 in 1988 to 1,645 last year and are projected at only 500 this year. Four-door Monteros jumped from fewer than 3,000 in 1988 to 11,701 last year.

One way around the import price penalty is transplant production. American Suzuki Motor Corp. expects some benefit from CAMI, a joint-venture with General Motors in Ingersoll, Ontario. At full production, the plant will give Suzuki and GM 80,000 Sidekick/Tracker units a year.

The tariff issue is bound to generate debate this year as trade tensions increase and importers pin more hopes on the sport-utility and minivan markets.

Yet some believe Treasury's effort to create a new tariff classification is intended as a compromise on the 25 percent duty. The United States is the only country that assesses some sport-utilities and minivans as trucks.

John Rehm, a trade expert with the Washington law firm Dorsey & Whitney, suggests that the proposal is intended as a bargaining chip for upcoming General Agreement on Tariffs and Trade talks with Japan.

But if other countries agreed to a separate classification for sport-utilities and minivans, the U.S. could reduce its 25 percent tariff. That would likely be tied to reciprocal concessions from Japan on U.S. goods, Rehm said.

Treasury has asked the Harmonized Systems Committee of the Customs Cooperation Council, a multi-nation group that advises governments on tariff levels, to endorse the proposal for a new tariff category. The group meets in Geneva in April.

In October, member nations approved a request from Japan to reclassify the Pathfinder and Suzuki Samurai as cars in the United States. Only the United States dissented.

Robert McElwaine, former president of the American International Automobile Dealers Association and a trade consultant, believes that Detroit has been lobbying hard to retain the 25 percent levy that import dealers spent $157,000 in legal fees to overturn.

The Big 3, fearing that the 25 percent tariff may be reduced, "have sent some of their biggest guns to convince the trade staff committee," McElwaine said.

Meanwhile, import dealers and importers are lobbying to repeal the 25 percent tax, charging that it was illegally imposed by President Johnson when Germany joined the Common Market and raised the tax on U.S. chickens. The basic duty on trucks had been 8.5 percent.

Truck tariff started with chickens

The 25 percent duty on trucks, sport-utilities and vans originated as a European tax on American chickens. A brief history:

- **1962:** West Germany, the newest member of the European Common Market, adopts existing European import restrictions against frozen U.S. poultry.
- **1963:** Johnson administration retaliates by hiking import tariffs from 8.5 to 25 percent on pickup trucks and German brandy.
- **1964:** Volkswagen withdraws its imported pickup truck from the U.S. market.
- **Early 1970s:** U.S. automakers begin importing Japanese-made truck bodies, which are exempt from the 25 percent tariff. Some Japanese importers ship chassis and bodies separately.
- **1984:** Nissan begins assembling pickups in Smyrna, Tenn.
- **Jan. 1, 1989:** The Trade Reform Act of 1988 goes into effect, taxing any vehicle principally used for persons at 2.5 percent and vehicles intended for transporting goods at 25 percent.
- **Jan. 4, 1989:** In answer to American Suzuki, U.S. Customs announces that trucks, minivans and sport-utilities fall in the 25 percent class.
- **January 1989:** Treasury agrees to reconsider the tariff ruling.
- **February 1989:** Treasury decides that sport-utilities with four doors are cars, paying a 2.5 percent duty, and those with two doors are trucks, paying 25 percent. Minivans must have "one or more rows of additional seats" to be considered a car.

Camaro, Cavalier incentives doubled

Chevrolet last week doubled its retail cash incentives on 1989 and 1990 Camaros and Cavaliers. The rebate now is $1,000; it expires May 2.

Also, Chevrolet reduced the retail rebate on 1989 and 1990 Astros from $750 to $500 for deliveries made March 8 through May 2. All-wheel-drive and extended Astro models are excluded from the rebate program.

Car output of 138,578 is 1990 high

By Karen Detkowski
SPECIAL CORRESPONDENT

With all car assembly plants operating last week, U.S. auto production again jumped ahead of the prior week's build.

Last week, automakers scheduled the highest weekly output of this year — 138,578 units, 12.39 percent above the prior week, but 5.53 percent below the year-ago week.

So far this year, 767,057 cars have been produced, 35.64 percent below the year-ago total.

Companies split last week's estimated production as follows: General Motors, 45.92 percent; Ford Motor Co., 23.60 percent; Chrysler Motors, 10.82 percent; Honda of America Manufacturing Inc., 6.46 percent; Toyota Motor Manufacturing U.S.A. Inc., 3.18 percent; New United Motor Manufacturing Inc., 2.96 percent; Mazda Motor Manufacturing (USA) Corp., 2.88 percent; Diamond-Star Motors Corp., 2.09 percent; Nissan Motor Manufacturing Corp. U.S.A., 1.69 percent; and Subaru-Isuzu Automotive Inc., 0.40 percent.

Scheduled truck production last week totaled 83,764 units, 0.78 percent below the previous week and 11.67 percent below the year-ago week.

Year-to-date, 518,178 trucks have been built, 28.41 percent below this time in 1989.

GM's Allante line at the Detroit-Hamtramck plant was idled last week because of a material shortage. The plant is scheduled to resume output today.

GM's Wentzville, Mo., plant closed last week for model changeover. When the plant resumes production March 26, it will build 1990 Pontiac Bonnevilles and Oldsmobile 88s and 1991 Buick Park Avenues.

GM scheduled its Janesville, Wis., car assembly plant for Friday overtime last week. The plant produces Chevrolet Cavaliers.

Ford's Wayne, Mich., Escort plant returned from model changeover today. The plant is producing the redesigned 1991 Escort.

Ford slated daily overtime last week at its Wixom, Mich., car plant and its St. Paul, Minn., and St. Louis truck plants.

Chrysler's Toledo, Ohio, Grand Wagoneer line was idled last week to continue inventory adjustment. The plant is scheduled to resume production March 5.

Car build rises 5% in Canada

Canadian automakers last week scheduled 24,571 units, 4.93 percent above the previous week and 16.99 percent above the year-ago week when Chevrolet Lumina production was still accelerating and Toyota Corolla production had not begun.

So far this year, 130,980 cars have been produced, 16.48 percent below the year-ago total.

Truckmakers targeted last week's production at 19,588 units, 5.39 percent above the prior week but 8.95 percent below the year-ago week.

U.S. CAR	Week Ended Feb. 24, 1990	Week Ended Feb. 25, 1989	Week Ended Feb. 17, 1990	Feb. to Date	Jan. 1 to Feb. 24, 1990	Jan. 1 to Feb. 25, 1989
Horizon	0	0	0	818	4,578	0
Sundance	1,800	2,076	1,772	5,481	8,927	19,348
Acclaim	2,000	3,075	2,093	5,528	9,875	15,480
Total Plymouth	3,800	5,151	3,865	11,826	23,380	34,828
LeBaron A	750	0	634	1,553	1,744	0
LeBaron J	900	2,285	667	1,567	1,567	18,427
LeBaron GTS	0	387	0	0	0	2,423
N. Yorker C-Class	500	2,916	454	1,342	2,495	20,374
Fifth Avenue	700	0	641	1,853	3,389	0
Imperial	550	0	514	1,462	2,688	0
Total Chrysler	3,400	5,588	2,910	7,776	11,883	41,224
Omni	0	0	0	762	4,308	0
Daytona	600	2,280	429	1,029	1,029	18,460
Shadow	2,200	2,342	2,366	6,795	10,745	19,660
Dynasty	3,000	3,549	2,819	8,028	14,585	26,138
Lancer	0	143	0	0	0	1,429
Spirit	2,000	2,719	2,121	5,836	11,901	15,839
Total Dodge	7,800	11,033	7,735	22,449	42,568	81,526
CHRYSLER MOTORS	15,000	21,772	14,510	42,052	77,831	157,578
Escort	2,940	5,492	3,000	8,940	17,045	61,562
Mustang	3,705	4,470	3,679	13,169	21,286	33,729
Tempo	3,304	3,258	3,459	8,709	15,812	28,141
Taurus	8,059	7,498	8,201	30,048	57,997	64,154
Thunderbird	3,367	3,381	3,116	6,483	13,339	29,172
Total Ford Div.	21,375	24,099	21,455	67,350	125,479	216,758
Topaz	1,096	1,243	941	2,731	5,282	10,629
Cougar	2,223	3,362	1,897	4,120	7,067	23,717
Sable	2,321	2,795	2,304	7,697	12,283	20,549
Total Mercury	5,640	7,400	5,142	14,548	24,632	54,895
Continental	1,265	1,429	955	4,137	8,211	11,928
Mark VII	602	476	488	2,037	4,053	5,229
Town Car	3,817	2,855	2,893	12,446	24,657	20,000
Total Lincoln	5,684	4,760	4,336	18,619	36,921	37,157
Total L-M Div.	11,324	12,160	9,478	33,168	61,553	92,052
FORD MOTOR CO.	32,699	36,259	30,933	100,517	187,032	308,810
Skyhawk	0	193	0	0	0	2,767
Skylark/Somerset	1,725	1,314	2,501	7,020	10,743	7,503
Century	1,928	1,656	1,940	5,735	9,169	20,832
Riviera	550	637	517	1,936	2,971	4,804
Electra	1,197	1,861	1,662	5,556	12,035	14,697
LeSabre (fwd)	4,120	1,756	3,502	12,995	20,122	8,091
LeSabre (rwd)	190	199	182	448	808	1,599
Reatta	205	159	0	514	1,115	1,105
Total Buick	9,915	7,775	10,304	34,204	56,963	61,398
Eldorado	455	724	411	1,568	2,503	5,681
Seville	660	648	626	2,302	3,483	4,495
Brougham (rwd)	1,120	900	1,031	2,789	4,991	8,161
DeVille (fwd)	3,835	4,655	3,544	12,516	19,382	35,194
Allante	0	75	72	147	437	585
Total Cadillac	6,070	7,002	5,684	19,322	30,796	54,116
Cavalier	7,843	8,053	6,920	24,055	34,864	68,250
Camaro	487	2,565	406	903	903	19,140
Celebrity	0	2,754	0	0	0	29,607
Corsica/Beretta	8,320	9,299	8,175	26,815	40,413	70,584
Caprice	2,945	4,228	2,901	8,207	15,325	29,067
Corvette	560	525	560	2,016	2,800	3,948
Total Chevrolet	19,668	27,424	18,556	61,093	93,402	220,596
Calais	1,875	2,303	1,078	5,992	10,016	12,732
Cutlass Ciera	2,073	1,540	2,166	6,458	10,718	13,053
Cutlass Supreme	3,850	0	0	9,479	10,934	21,568
Toronado	615	225	572	2,140	3,165	2,175
88 (fwd)	1,320	4,517	2,064	5,279	11,542	30,636
88 (rwd)	145	95	113	338	599	1,343
98	1,445	2,083	1,340	4,762	7,248	16,172
Total Oldsmobile	11,323	10,763	7,333	34,448	54,222	97,679
Sunbird	3,525	2,734	2,881	10,821	14,259	21,303
Grand Am	4,800	5,211	0	12,461	18,786	38,432
Firebird	316	1,616	224	540	540	12,017
Grand Prix	3,008	0	1,745	8,704	10,080	20,001
Pontiac 6000	1,585	1,404	1,566	4,712	7,360	14,658
Bonneville	2,927	2,323	2,376	8,834	13,621	16,278
Safari/Parisienne	0	110	0	0	0	858
Total Pontiac	15,845	13,398	8,568	45,532	64,106	123,547
GENERAL MOTORS	63,634	66,362	51,075	196,041	300,932	557,336
DIAMOND-STAR	2,895	718	2,775	10,178	20,719	4,626
HONDA	8,950	8,475	8,877	31,894	67,257	62,447
Civic	2,269	2,982	2,284	8,094	19,966	21,006
Accord	6,681	5,493	6,593	23,799	47,291	41,441
MAZDA†	3,989	4,909	3,736	12,030	26,144	38,431
NISSAN	2,341	2,346	2,379	8,512	18,195	18,385
NUMMI	4,100	3,893	4,092	14,465	30,694	29,255
Corolla	2,100	1,572	2,220	7,549	15,772	12,707
Geo Prizm/Nova	2,000	2,321	1,872	6,916	14,922	16,548
SUBARU-ISUZU*	560	0	560	2,016	4,480	0
TOYOTA	4,410	1,957	4,369	15,744	33,773	14,968
Total Cars, U.S.	138,578	146,691	123,306	433,450	767,057	1,191,836
Total Cars, Canada	24,571	21,003	23,416	76,530	130,980	156,821
U.S., Canada Cars	163,149	167,694	146,722	509,980	898,037	1,348,657
U.S., Canada Cars and Trucks	266,501	284,034	249,731	863,403	1,542,375	2,237,261

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes MX-6, 626, and Ford Probe
*—Estimated

CANADIAN CAR	Week Ended Feb. 24, 1990	Week Ended Feb. 25, 1989	Week Ended Feb. 17, 1990	Feb. to Date	Jan. 1 to Feb. 24, 1990	Jan. 1 to Feb. 25, 1989
Monaco	0	0	0	0	1,894	0
Premier	0	1,252	0	0	401	9,033
CHRYSLER MOTORS	0	1,252	0	0	2,295	9,033
Tempo	3,840	3,213	3,207	9,157	17,769	29,353
Topaz	960	1,613	768	2,266	4,774	11,393
Crown Victoria	2,615	2,487	2,615	9,437	14,544	20,975
Grand Marquis	2,281	3,107	2,281	7,803	13,908	22,605
FORD MOTOR CO.	9,696	10,420	8,871	28,662	50,995	84,326
Celebrity	524	193	697	1,864	2,559	1,586
Cutlass Ciera	3,036	3,749	3,251	10,722	14,606	30,185
Lumina	6,591	770	5,609	18,777	26,608	3,245
Regal	1,024	2,379	904	2,491	3,816	14,467
GENERAL MOTORS	11,175	7,091	10,461	33,854	47,589	49,483
HONDA	2,100	1,926	2,458	8,199	17,715	12,630
HYUNDAI*	320	0	320	1,146	2,510	0
TOYOTA	1,100	170	1,126	4,022	8,474	0
VOLVO	180	144	180	647	1,402	1,349
Total Cars, Canada	24,571	21,003	23,416	76,530	130,980	156,821

U.S. TRUCK	Week Ended Feb. 24, 1990	Week Ended Feb. 25, 1989	Week Ended Feb. 17, 1990	Feb. to Date	Jan. 1 to Feb. 24, 1990	Jan. 1 to Feb. 25, 1989
Caravan	2,000	2,567	2,442	8,807	18,895	18,235
Dakota	1,500	2,273	1,516	4,486	7,695	17,135
Caravan C/V	100	230	154	527	1,170	1,626
Ram pickups	2,300	2,274	2,363	6,721	10,588	17,115
Total Dodge	5,900	7,344	6,475	20,541	38,348	54,111
Cherokee	4,400	4,408	4,424	12,052	22,238	34,891
Comanche	200	734	204	553	999	5,890
Grand Wagoneer	0	350	325	325	585	2,665
Wagoneer	50	208	87	201	393	1,503
Total Jeep	4,650	5,700	5,040	13,131	24,215	44,949
Voyager	1,900	2,387	2,531	8,111	17,324	17,839
Town & Country	50	0	61	246	556	0
Total C-P Div.	1,950	2,387	2,592	8,357	17,880	17,839
CHRYSLER MOTORS	12,500	15,431	14,107	42,029	80,443	116,899
Explorer	206	0	80	286	286	0
Aerostar	4,250	4,967	3,960	14,360	23,160	37,996
Bronco	1,175	1,805	1,162	4,226	7,899	15,362
Bronco II	0	2,903	2,345	6,431	14,596	22,620
Econoline	4,204	5,219	4,203	12,617	23,350	40,345
Mediums/Heavies	1,032	1,460	1,058	12,150	16,673	10,617
Light trucks	9,456	10,526	9,422	30,654	60,984	89,567
Ranger	6,839	7,623	5,778	22,476	39,059	59,606
Total Ford Div.	27,162	34,503	28,008	103,200	186,007	276,113
FORD MOTOR CO.	27,162	34,503	28,008	103,200	186,007	276,113
Astro	2,956	3,509	3,052	7,441	11,106	27,462
Blazer	346	539	423	1,371	2,036	4,475
Lumina APV	2,398	0	2,282	7,998	14,438	0
Mediums/Heavies	284	0	304	1,107	2,379	0
P-Model	630	790	523	2,159	3,362	4,044
Pickups	8,386	9,538	8,396	25,869	40,573	74,104
S-10	4,905	6,648	4,948	16,518	34,918	47,842
S-10 Blazer	3,571	4,144	2,366	9,553	12,456	29,913
Sportsvan/Van	1,615	2,452	1,658	4,766	4,766	14,241
Suburban	1,614	1,533	1,630	5,512	7,471	12,575
Total Chevrolet	26,705	29,153	25,582	82,294	133,505	214,656
Jimmy	133	162	142	542	761	1,411
Mediums/Heavies	448	0	484	1,523	2,713	0
P-Model	70	173	73	230	363	711
Pickups	1,451	3,088	1,026	5,885	10,683	22,245
S-15	1,469	1,680	1,554	4,368	8,733	10,970
S-15 Jimmy	1,152	1,237	1,055	3,335	4,339	8,369
Safari	804	884	666	2,286	3,708	6,852
Suburban	717	583	612	2,524	3,540	4,998
Vandura/Rally Vans	845	536	748	2,308	2,308	3,944
Total GMC	7,089	8,343	6,360	23,002	37,148	59,500
Olds Silhouette	623	0	581	2,097	4,626	0
Pontiac Trans Sport	980	0	1,071	3,822	9,220	0
GENERAL MOTORS	35,397	37,496	33,594	111,215	184,499	274,156
NAVISTAR	1,635	1,851	1,656	5,525	11,723	13,428
NISSAN	3,060	2,796	3,047	10,962	23,426	21,726
SUBARU-ISUZU*	560	0	560	2,016	4,480	0
AM GENERAL*	450	450	450	1,620	3,600	3,510
MISCELLANEOUS*	3,000	2,300	3,000	10,800	24,000	17,940
Total Trucks, U.S.	83,764	94,827	84,422	287,368	518,178	723,772

CANADIAN TRUCK	Week Ended Feb. 24, 1990	Week Ended Feb. 25, 1989	Week Ended Feb. 17, 1990	Feb. to Date	Jan. 1 to Feb. 24, 1990	Jan. 1 to Feb. 25, 1989
Caravan	3,258	3,160	3,334	11,893	25,779	25,329
Caravan C/V	204	205	213	743	1,623	1,618
Ram Wagon	549	686	475	2,076	2,926	5,345
Ram Van	1,325	1,770	1,107	4,796	6,934	13,558
Total Dodge	5,336	5,821	5,129	19,509	37,262	45,850
Voyager	2,682	2,884	2,711	9,819	21,482	21,745
Total Plymouth	2,682	2,884	2,711	9,819	21,482	21,745
Wrangler	1,500	1,866	1,540	3,040	3,040	11,425
Total Jeep	1,500	1,866	1,540	3,040	3,040	11,425
CHRYSLER MOTORS	9,518	10,571	9,380	32,368	61,784	79,020
FORD MTR. (lt. trks.)	3,040	3,429	2,475	10,282	19,673	27,278
Light trucks	3,415	3,687	3,383	11,960	25,836	27,219
Vans	1,390	1,391	1,363	3,817	3,819	11,543
Total Chevrolet	4,835	5,078	4,746	15,777	29,655	38,762
Light trucks	1,435	1,466	1,241	5,291	11,868	12,848
Vans	560	703	543	1,614	1,615	5,076
Total GMC	1,995	2,169	1,784	6,905	13,483	17,924
GENERAL MOTORS	6,830	7,247	6,530	22,682	43,138	56,686
NAVISTAR	200	266	202	723	1,565	1,848
Total Trks., Canada	19,588	21,513	18,587	66,054	126,160	164,832
U.S., Canada Trks.	103,352	116,340	103,009	353,423	644,338	888,604

*—Estimated
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.